

Message Text

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INFO OCT-01 ARA-06 ISO-00 EB-04 RSC-01 /012 R

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DRAFTED BY COM/OED/MEPD/JLSMITH/MJJ

APPROVED BY EB/OCA/REP:JBRABENS

COM/OED/MEPD/JRHEAGEN

COM/OED/MEPD/JMSANDS, DIRECTOR

COM/BIC/OIM (INFO)

ARA/LA JSLATTERY

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R 211854Z OCT 74

FM SECSTATE WASHDC

TO AMCONSUL RIO DE JANEIRO

INFO AMEMBASSY BRASILIA

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E.O. 11652: N/A

TAGS: BEXP, BR

SUBJECT: MAJOR PROJECT: BRAZILIAN RAILCARS

1. FLOYD THOMAS, WHO CLAIMS HAVE SOURCE FOR MILLION TONS RAIL, INFORMS MEPD THAT HIS NEGOTIATIONS WITH FERRAGENS SANTOS PROCEEDING SATISFACTORILY. WE HOPE THOMAS AND TAVARES ARE ABLE COMPLETE DEAL THAT WILL OFFER US SOURCE FOR RAIL AND COMPLEMENT PULLMAN EFFORT PROVIDE AMERICAN ROLLING STOCK. HOWEVER, AS INDICATED IN TELEPHONE CONVERSATION, COMMERCE HAS NO INFORMATION ON THOMAS'S BONA FIDES AS MIDDLEMAN OR HIS SOURCE OF SUPPLY.

2. ANOTHER COMPANY WHICH RECONDITIONS LOCOMOTIVES AND SALVAGES TRUCK HAS APPROACHED MEPD FOR ASSISTANCE DEVELOPING CONTACT IN BRAZIL FOR SALE USED RAIL. MARTIN WIL- LIAMS OF BIRMINGHAM RAIL AND LOCOMOTIVE CO., P.O. BOX 2684, BIRMINGHAM, ALA. 35202, TELEPHONE: 205- 251-7195, WOULD BE INTERESTED IN CONTACTS WITH FERRAGENS SANTOS OR OTHER PROSPECTIVE AGENTS IN LIMITED OFFICIAL USE

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BRAZIL.

3. APPRECIATE CONGEN DISCUSSING SUBJECT WITH TAVARES TO
DETERMINE WHETHER HE IS INTERESTED IN OPPORTUNITY.
IF FERRAGENS SANTOS NOT INTERESTED, WOULD APPRECIATE
SUGGESTION OF ANOTHER QUALIFIED LOCAL REPRESENTATIVE.

5. DICK GRIFFIN HAS INFORMED US THAT PULLMAN'S
TECHNICAL INFORMATION ON ORE CARS ALREADY SENT TO BRAZIL
AND PRICE DATA WILL FOLLOW ASAP. CONGEN WILL BE KEPT INFORMED
OF ONGOING DEVELOPMENTS AT THIS END.
INGERSOLL

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: boyleja
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